



Doing Business With The Navy



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Deputy Assistant Secretary of the
Navy
(Acquisition Management)
August 30, 2006



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The one authoritative source for DoN acquisition

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What's New on the Site

- **WELCOME to the DoN Acquisition One Source web site!** The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to your favorites. You can contact us at DoNOneSource@ati4it.com.

- **The Regulation, Policy and Guidance (RPG) Comparison Tool is now available!** The RPG Comparison Tool allows simultaneous subpart viewing of the current versions of the Federal Acquisition Regulation (FAR), the Defense FAR Supplement (DFARS), the DFARS Policy, Guidance and Information (DFARS PGI), the Navy Marine Corps Acquisition Supplement (NMCARS) and the Navy Marine Corps Acquisition Guide (NMCAG).

The RPG tool uses "real time" links to the source web sites to allow for the most recent and authoritative information. It was designed and developed to allow Defense acquisition professionals a way to quickly and easily research Federal, DoD, and Navy procurement regulations, policies and guidance.

- **Policy Memo: Change 03-5 to Navy Marine Corps Acquisition Regulation Supplement (NMCARS)** (M.F. Jaggard; 02/14/2005) **NMCARS (February 2005 Edition)**

- **Policy Memo: Change 03-3 to Navy Marine Corps Acquisition Guide (NMCAG)** (M.F. Jaggard; 02/14/2005) **NMCAG (February 2005 Edition)**

- The latest "**Doing Business with the Navy**" brief was given by Captain Cynthia Varner on 23 March 2005 in Biloxi, Mississippi.

Hot Acquisition Issues

- **Proper Use of Non-DoD Contracts** - Every year, DoD spends billions of dollars using non-DoD contract vehicles. This includes orders against Federal Supply Schedules and funds transferred to non-DoD activities for direct contract. However, recent DoD and non-DoD Inspector General reports address a variety of issues associated with the Department's use of non-DoD contract vehicles.

The **Office of the Secretary of Defense (OSD)** and **Congress** reacted to these findings by requiring specific approvals for use of non-DoD contracts. OSD requires that approval be obtained for use of non-DoD contracts for acquisitions over the simplified acquisition threshold effective January 1, 2005.

DoN Implementation on Proper Use of Non-DoD Contracts requires collaboration of the DoN program management, financial management, legal and contracting communities. Program and other requiring managers must seek early involvement of appropriate financial management and contracting personnel to ensure that the resultant acquisition strategy is in the best interests of the Department in terms of meeting requirements, schedule, cost effectiveness, oversight and administration, and availability of a contract vehicle within DoD.

**FIND THIS
BRIEF AT:** www.acquisition.navy.mil



Agenda

- Navy Acquisition Environment
- Small Business Trends
- How to Market Your Business
- Points of Contact
- Summary



Navy Acquisition Environment

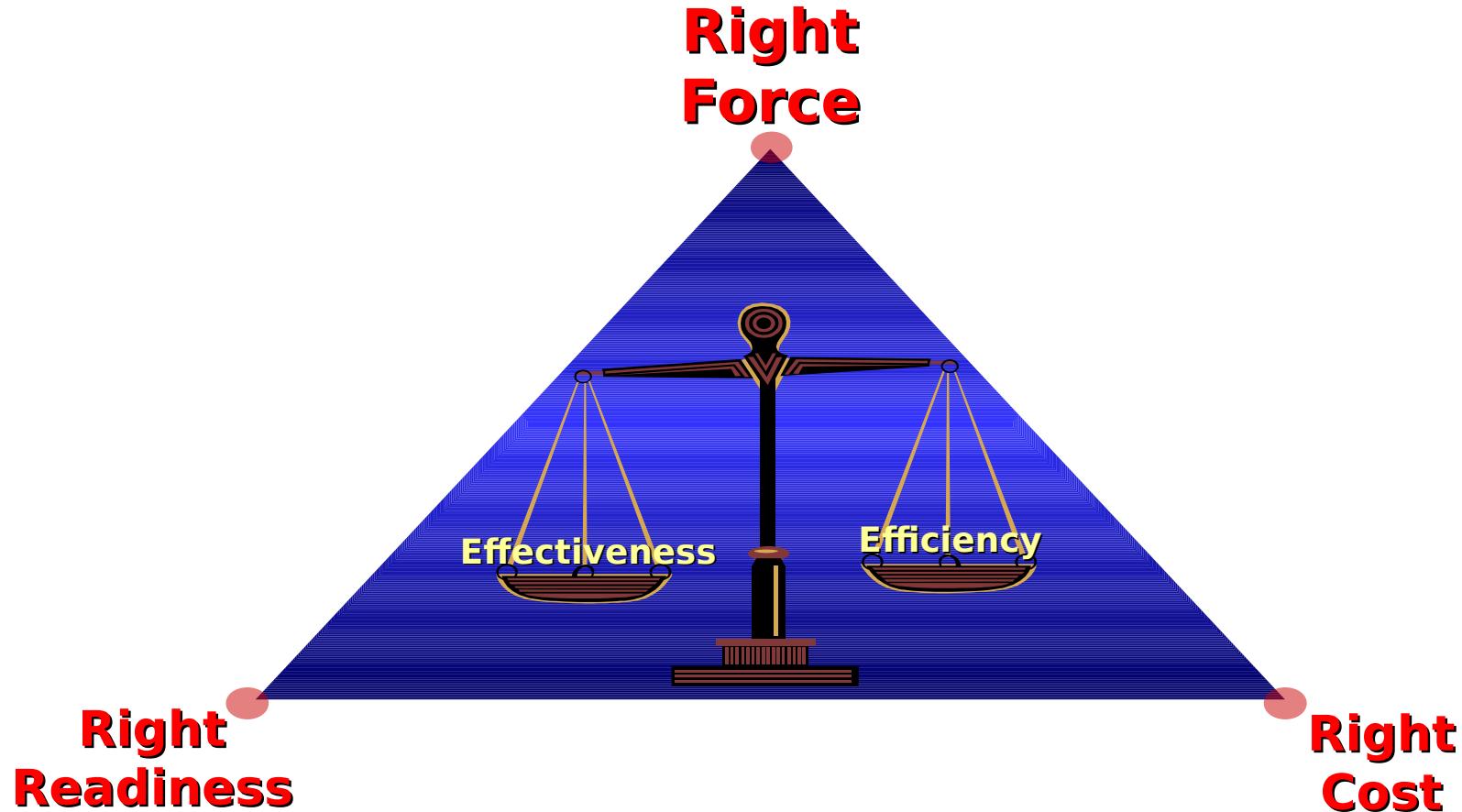
SEAPOWER 21





Navy Acquisition Environment

SEA ENTERPRISE



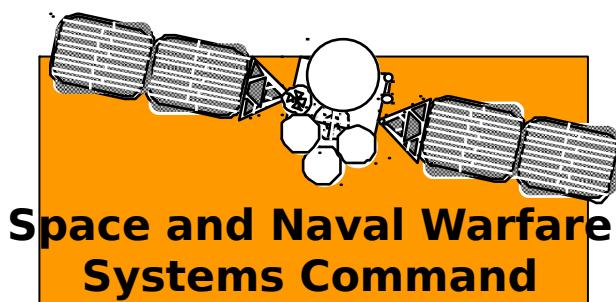


Major Navy Buying Commands



Director of NAVAIR Small Business
Phone: (301) 757-9044
Fax: (301) 757-9093

www.navair.navy.mil

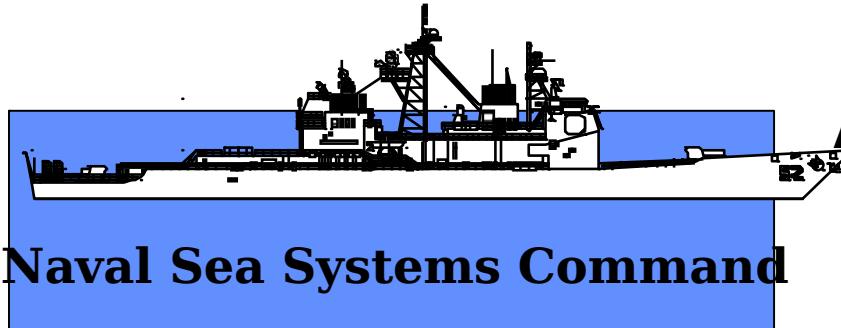


Director of Small Business Program
Phone: (619) 524-7701
Fax: (619) 524-3165

<https://e-commerce.spawar.navy.mil>

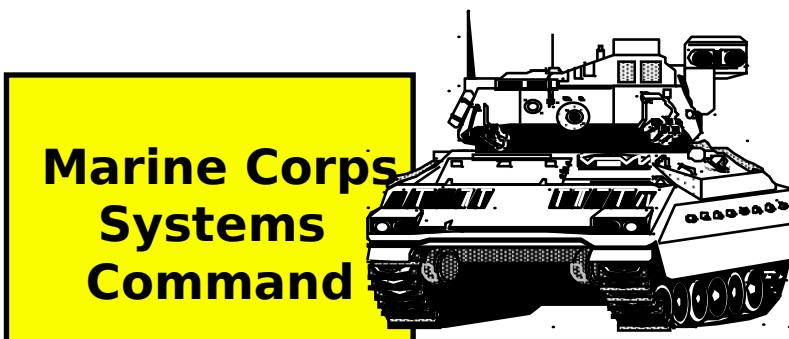


Major Navy Buying Commands



Associate Director of Small Business
Phone: (202) 781-3965
Fax: (202) 781-4772

**[www.navsea.navy.
mil](http://www.navsea.navy.mil)**



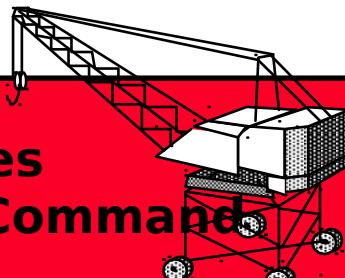
Associate Director of Small Business
Phone: (703) 432-3950
Fax: (703) 432-3535

www.marcorsyscom.usmc.mil



Major Navy Buying Commands

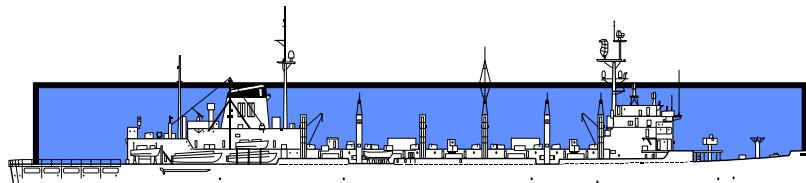
**Naval Facilities
Engineering Command**



Associate Director of Small Business
Phone: (202) 685-9129
Fax: (202) 685-1485

www.navfac.navy.mil

Military Sealift Command

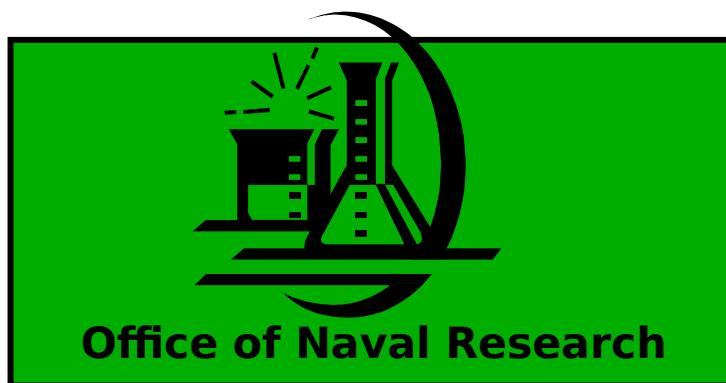


**Associate Director of Small
Business**
Phone: (202) 685-5565
Fax: (202) 685-5515

www.msc.navy.mil



Major Navy Buying Commands



Associate Director of Small Business
Phone: 703-696-4511
Fax: 703-696-4430

www.onr.navy.mil



Associate Director of Small Business
Phone: (717) 605-3575
Fax: (717) 605-1102

www.navsup.navy.mil



Resale Opportunities

✓ Exchanges



www.aafes.co



www.navy-nex.com



<http://www.usmc-mccs.org/buspartners/retail.cfm>

✓ Defense Commissary Agency (DECA)

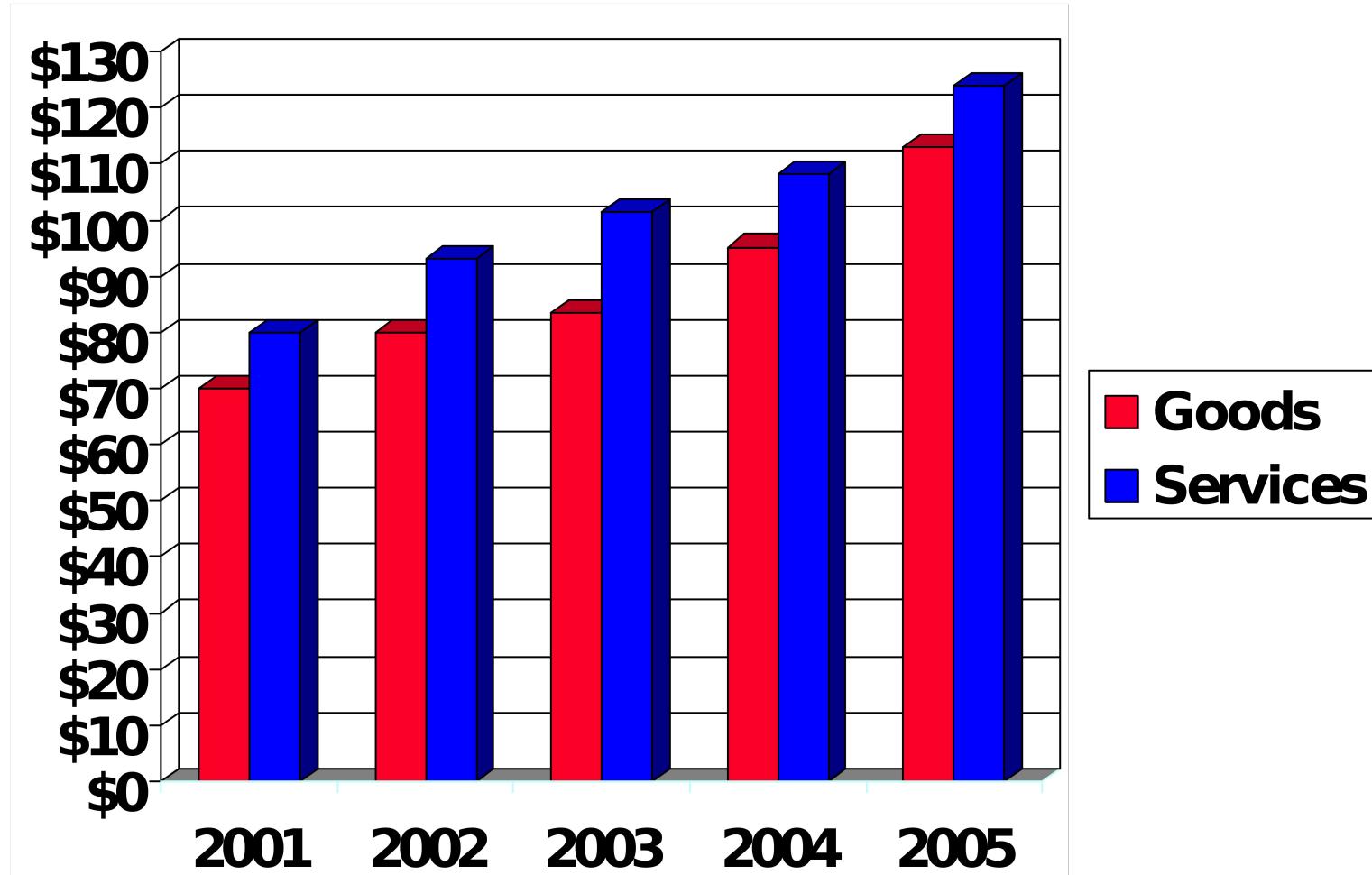


www.commissaries.com/



DoD Expenditures in the U.S. Trend of Goods and Services

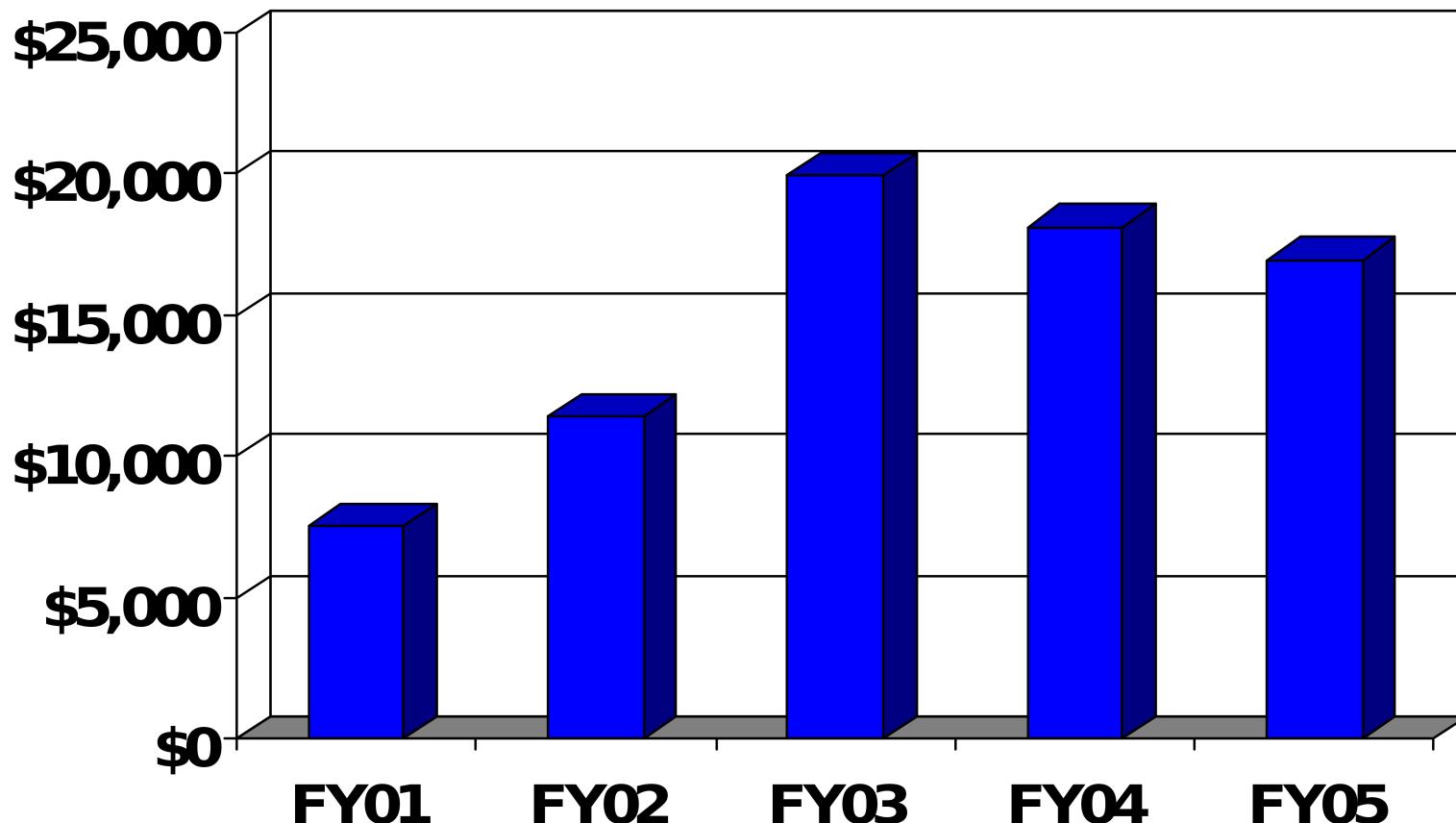
\$ Value in Billions





DoD Large Business Contracts in Texas

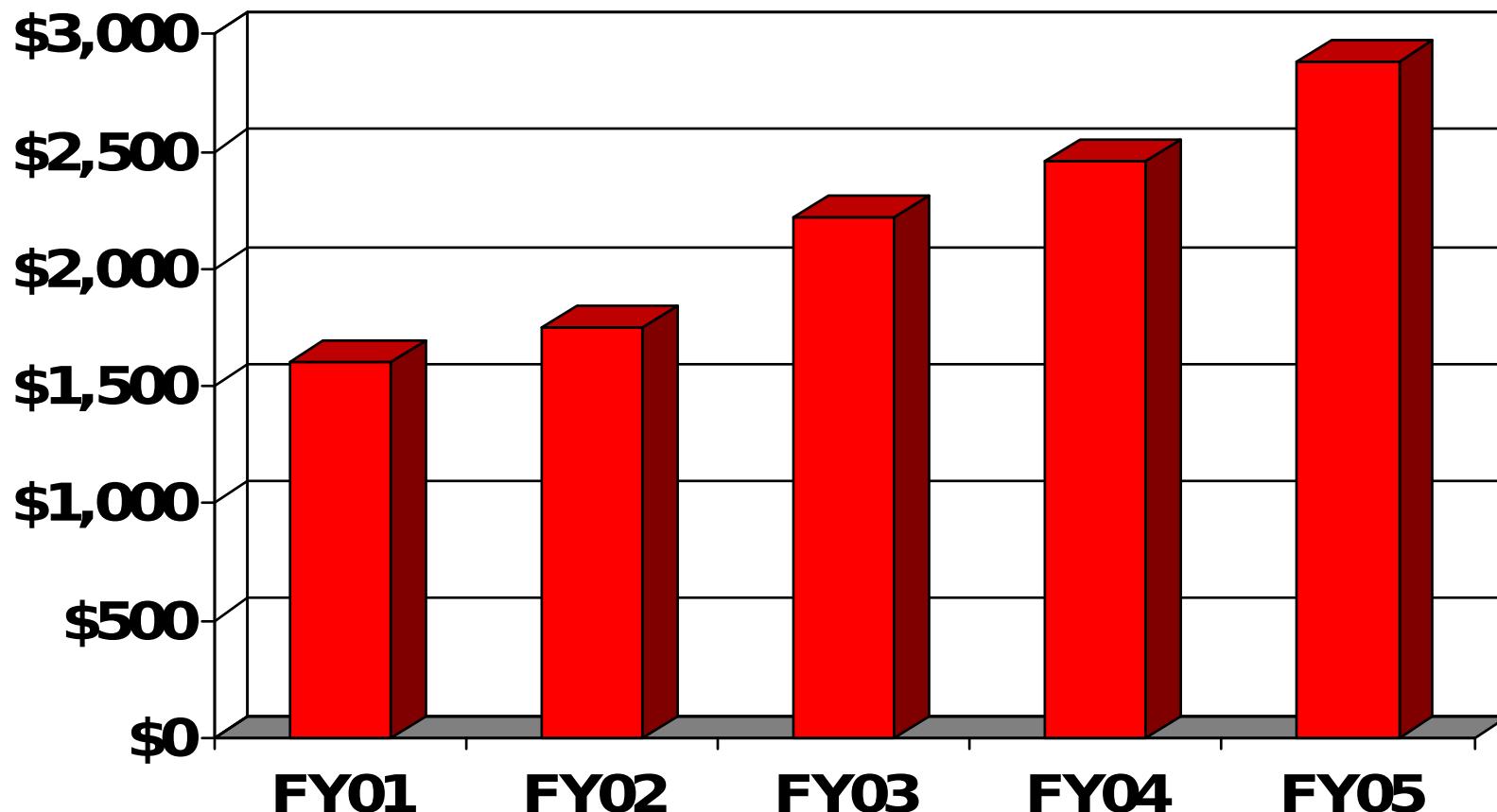
\$ Value in Millions





DoD Small Business Contracts in Texas

\$ Value in Millions





DOD BUSINESS TOP TEN IN TEXAS

LARGE BUSINESS

LOCKHEED MARTIN CORPORATION	6.01B
STEWART & STEVENSON SERVICES	1.28B
L-3 COMMUNICATIONS HOLDING, INC	
1.18B	
BELL BOEING JOINT PROJECT OFFICE	937M
EXXON MOBIL CORPORATION	
935M	
RAYTHEON COMPANY	882M
TEXTRON INC	781M
N.V. KONINKLIJKE NEDERLANDSCHE	498M
DELL MARKETING L P	475M
THE BOEING COMPANY	

SMALL BUSINESS

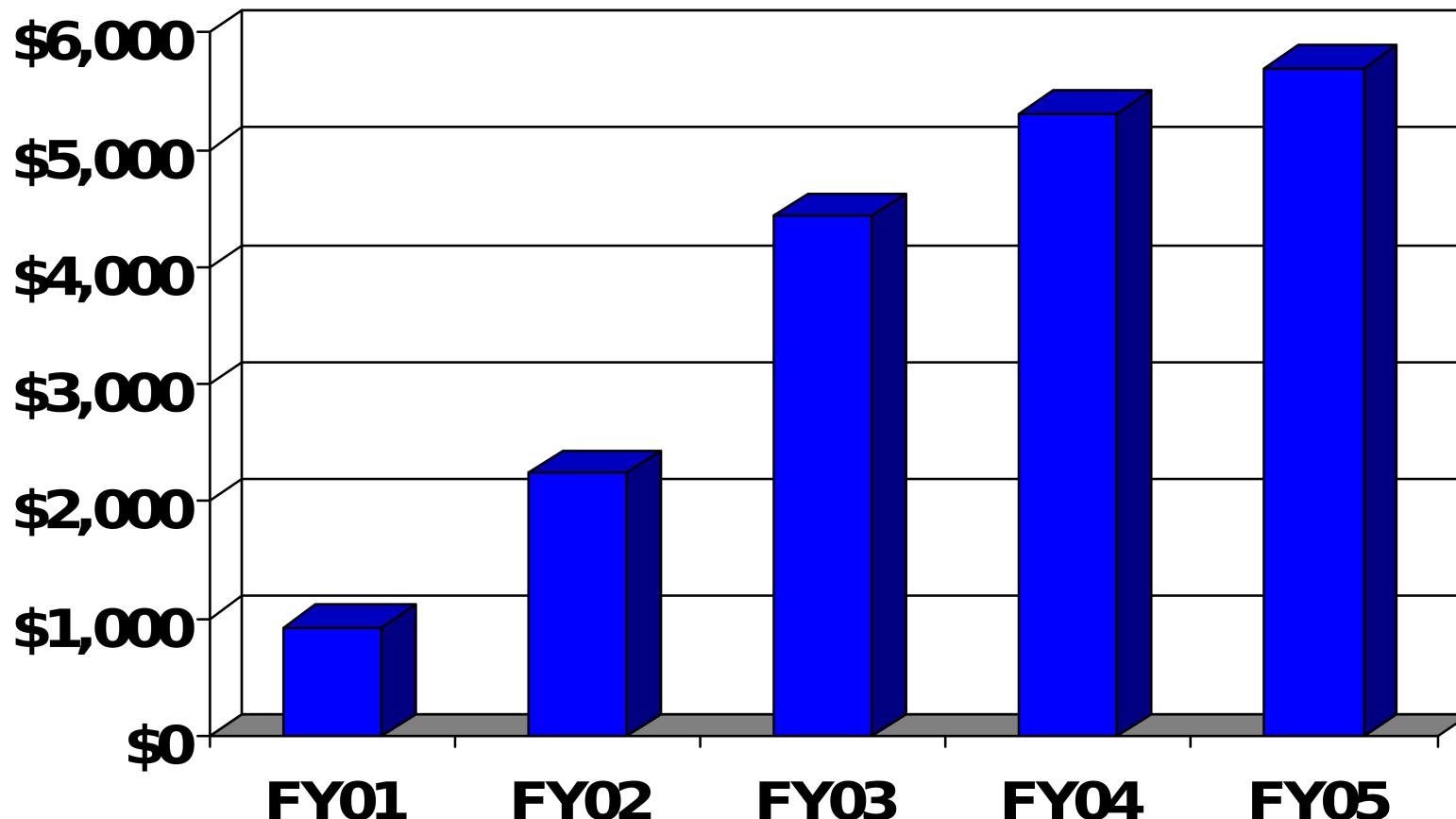
WORNICK COMPANY	177M
HOLLY CORPORATION	130M
WESTERN REFINING COMPANY, L P	98M
M7 AEROSPACE LP	90M
AGE REFINING, INC	80M
OCEAN SHIPHOLDINGS, INC	
73M	
MMC CORP	45M
LABATT INSTITUTIONAL SUPPLY CO	
43M	
THE CUBE CORPORATION	38M
ON INC	31M





DoN Large Business Contracts in Texas

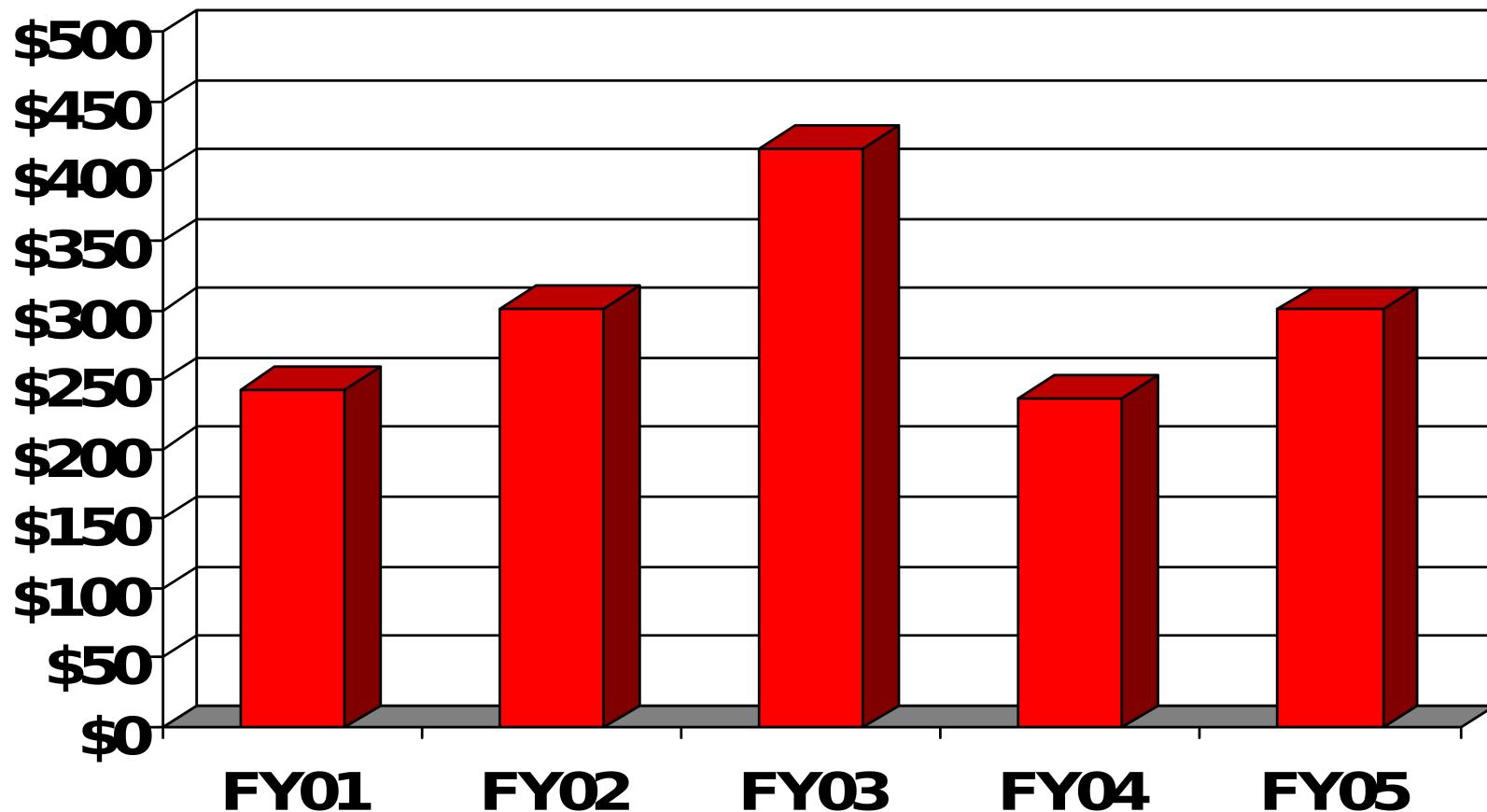
\$ Value in Millions





DoN Small Business Contracts in Texas

\$ Value in Millions





DON BUSINESS TOP TEN IN TEXAS



SMALL BUSINESS

OCEAN CHAMPION SHIPPING, INC	19M
OCEAN FREEDOM SHIPPING, INC	19M
PROBADO TECHNOLOGIES CORPORATION	13M
RELIABLE CONTRACTING GROUP, LLP	12M
OCEAN TRIUMP SHIPPING, INC	12M
MANAGEMENT CONSULTING, INC	11M
OCEAN SPIRIT SHIPPING, INC	11M
OCEAN STAR SHIPPING, INC	10M
SYMTX, INC	8M
KLN STEEL PRODUCTS CO	7M

LARGE BUSINESS

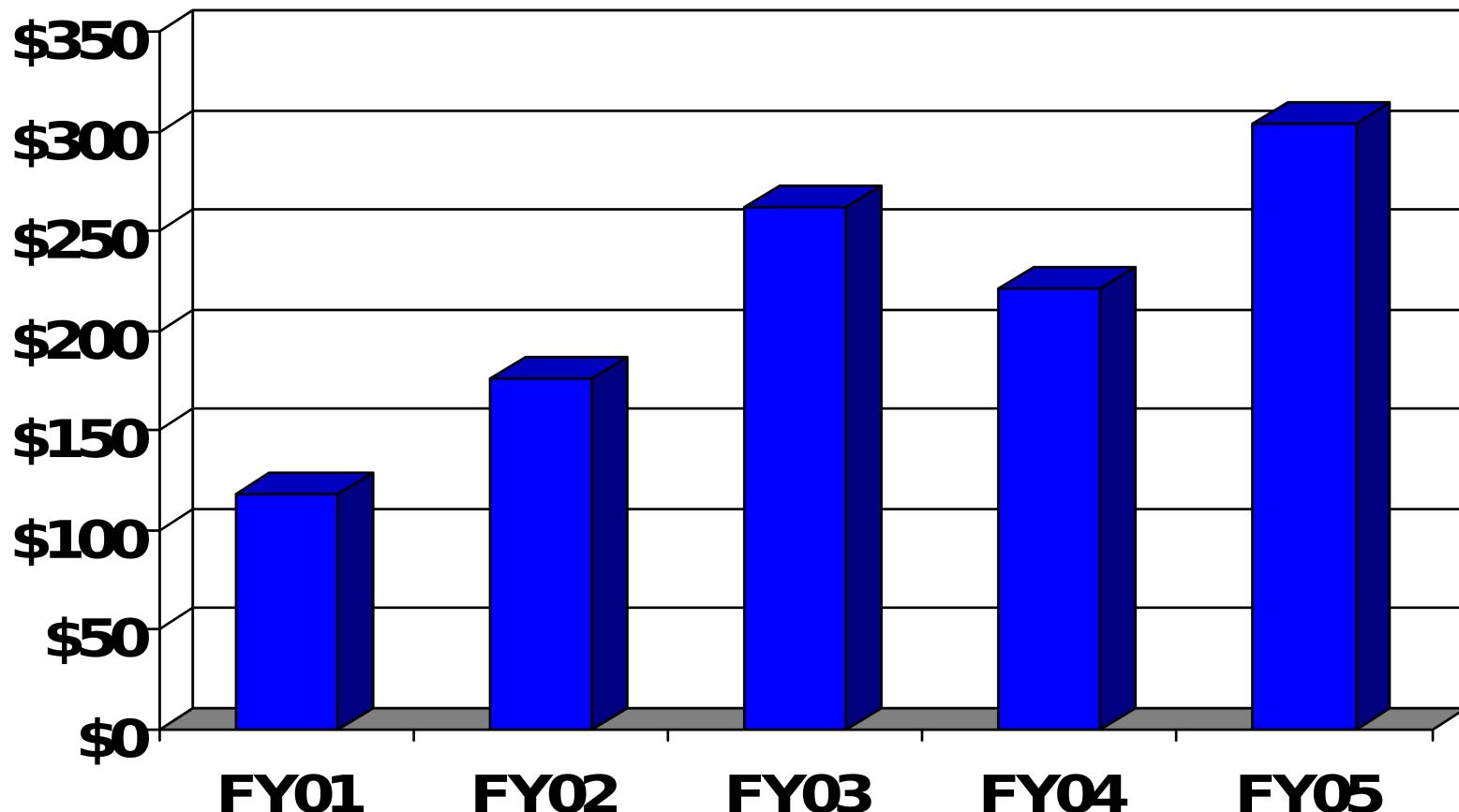
LOCKHEED MARTIN CORP	3.3B
BELL BOEING JOINT PROJECT OFFICE	937M
BELL HELICOPTER TEXTRON, INC	540M
L3 COMMUNICATIONS VERTEX	182M
RAYTHEON	
178M	
L-3 COMMUNICATIONS CORPORATION	137M
L-3 COMMUNICATIONS INTEGRATED	84M
DELL MARKETING LP	78M
LITTON SYSTEMS, INC	29M
ROCKWELL COLLINS, INC	21M





DoD Large Business Contracts in Texas District 6

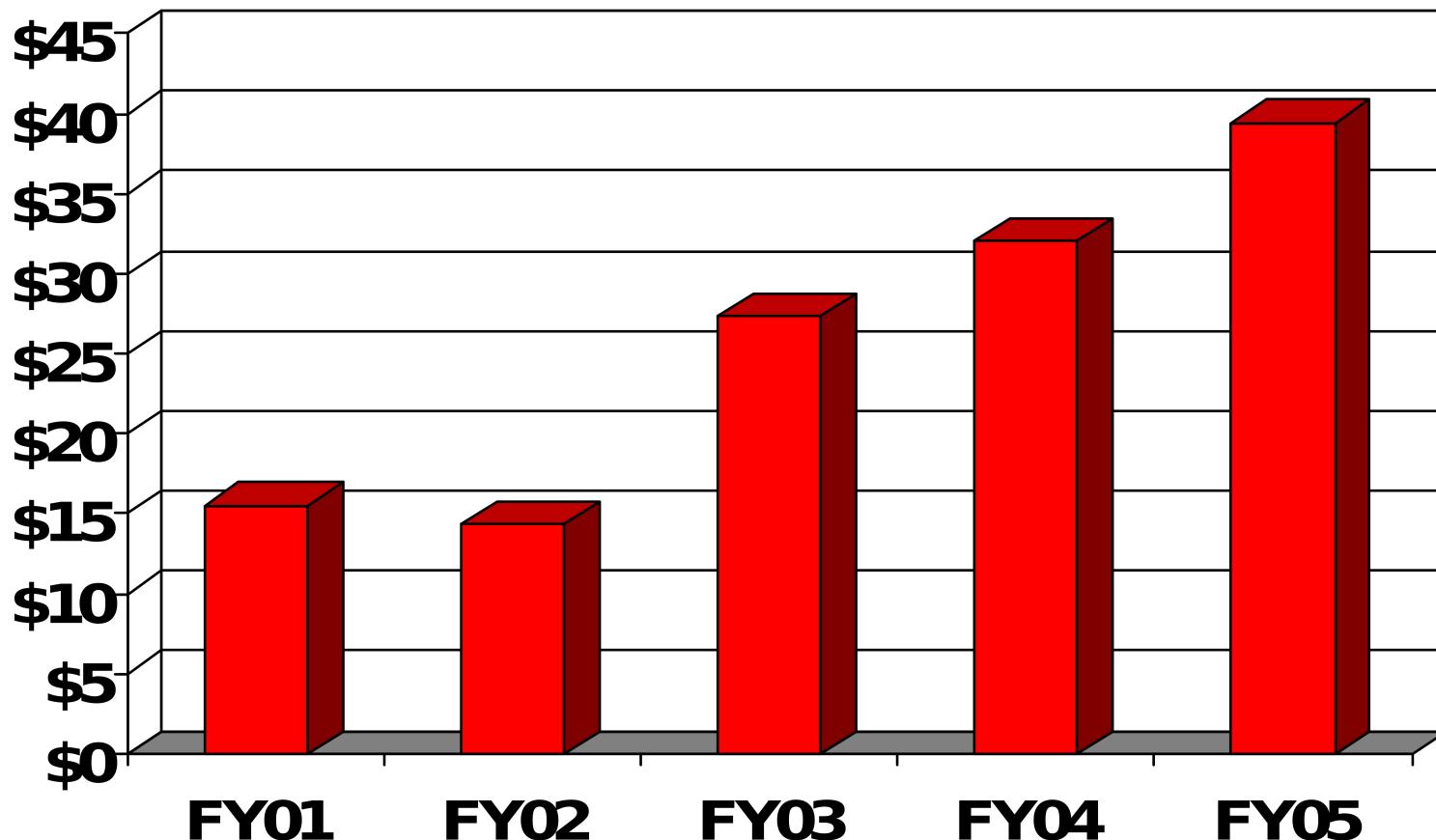
\$ Value in Millions





DoD Small Business Contracts in Texas District 6

\$ Value in Millions





DOD BUSINESS TOP TEN IN DISTRICT 6

LARGE BUSINESS

L-3 COMMUNICATIONS CORPORATION

282M

BIMBO BAKERIES USA 9.5M

ALCON LABORATORIES, INC 4.1M

OIL STATES INDUSTRIES, INC 2.9M

INDIAN AEROSPACE, INC 1.3M

BETA ENGINEERING, INC 975K

CARRIER COMMERCIAL

REFRIGERATION 517K

RAYTHEON COMPANY 397K

REFRACTIVE HORIZONS, L P 350K

PROGRESSIVE, INC 309K



SMALL BUSINESS

SKILLSNET CORPORATION 6.19M

GENERAL ELECTRODYNAMICS CORP 3.82M

SKYLINE INDUSTRIES, INC 3.69M

CONTAINER MACHINERY INC
1.89M

DEFENSE SUPPORT SERVICES, INC 1.70M

ESSNER MANUFACTURING, INC 1.49M

FALCON AEROSPACE INC 1.42M

AIRCO INDUSTRIES INC 1.15M

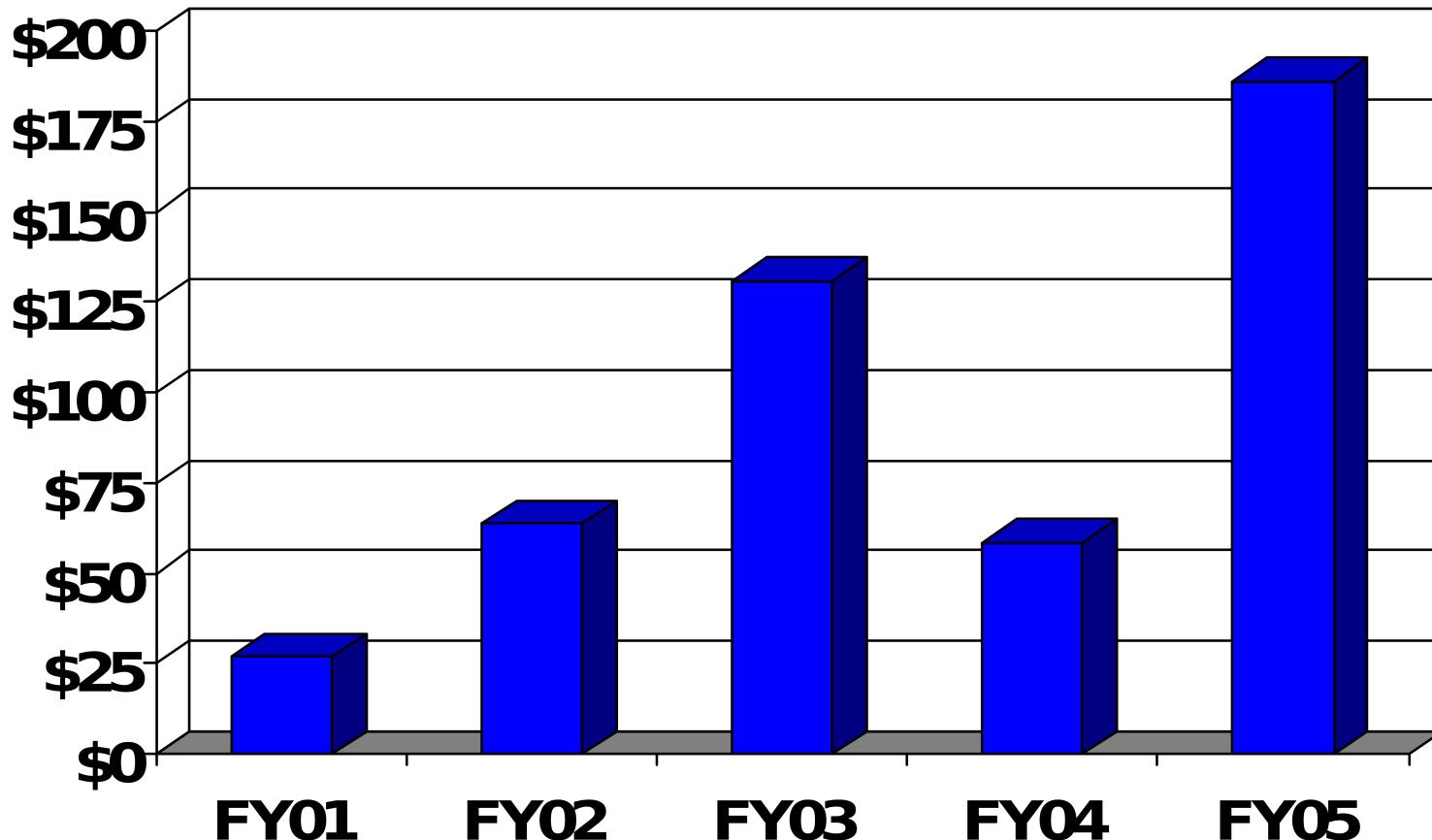
NSD SCALE COMPANY INC 1.12M

DIVERSIFIED AEROSPACE SERVICES 1.11M



DoN Large Business Contracts in Texas District 6

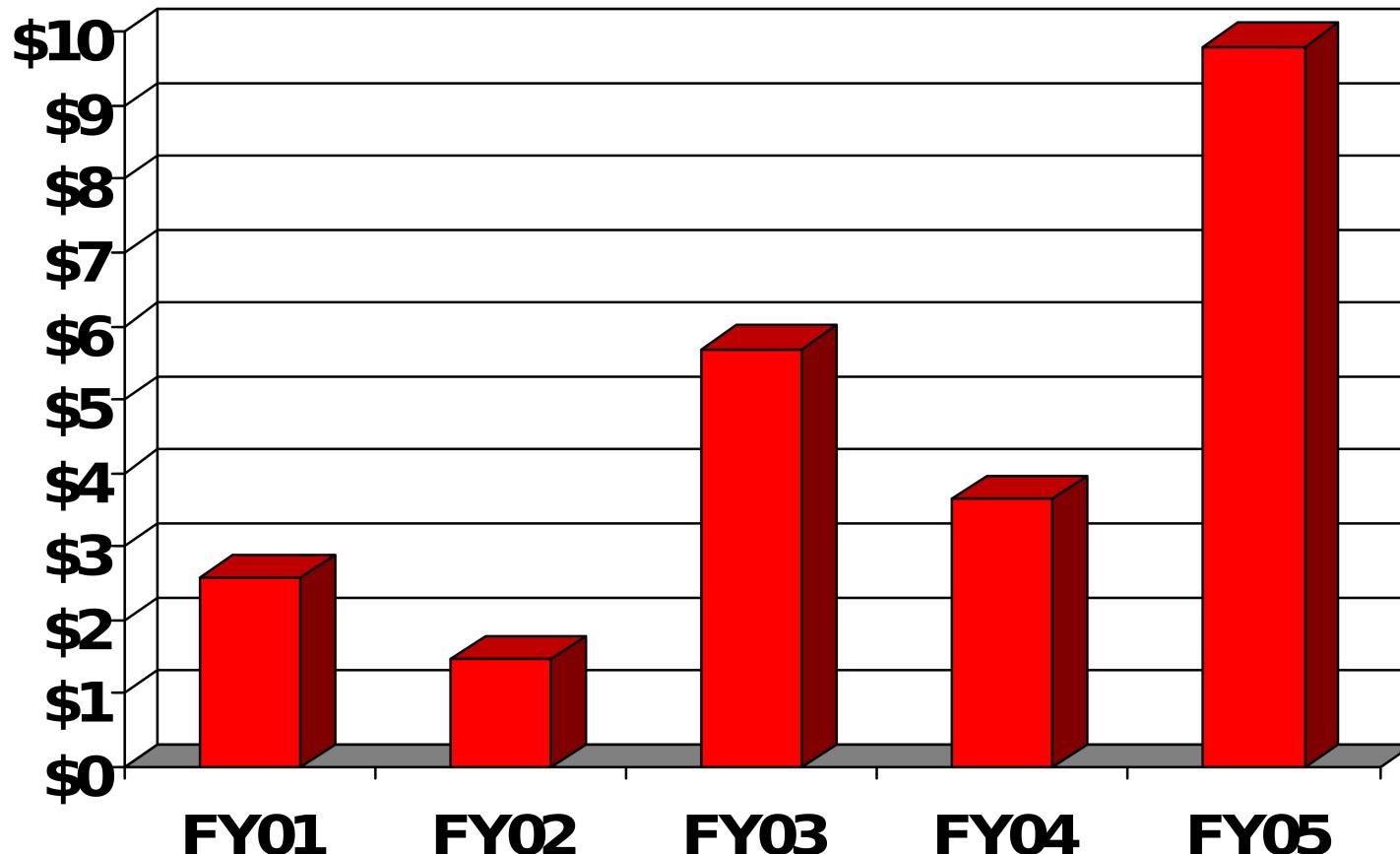
\$ Value in Millions





DoN Small Business Contracts in Texas District 6

\$ Value in Millions





DON BUSINESS TOP TEN IN DISTRICT 6

LARGE BUSINESS

L-3 COMMUNICATIONS CORPORATION	184M
OIL STATES INDUSTRIES, INC.	2M
ALCON LABORATORIES, INC	.5M
KINLEY CONSTRUCTION CO.	204K
ACCESS OVERHEAD DOOR INC	46K
ANIXTER PENTACON INC.	24K
ALCON REFRACTIVEHORIZONS, INC	15K
INTERNATIONAL DEFENSE PRODUCTS	6.5K



SMALL BUSINESS

SKILLSNET CORPORATION	6.1M
SKYLINE INDUSTRIES, INC	1.1M
OIL STATES INDUSTRIES, INC.	1.0M
GENERAL ELECTRODYNAMICS CORPORATION	33K
AIRCO INDUSTRIES INC	232K
MIL-CRAFT MANUFACTURING, INC	111K
WINSYSTEMS INC	78K
WESCO INDUSTRIES, INC.	67K
NSD SCALE COMPANY INC	61K
CORSICANA GERANIUM GARDEN	57K



How To Market Your Business

- **Register Your Firm And Products**
- **Get Acquainted With The Procedures**
- **Learn About the Marketplace**
- **Find Specific Opportunities**
- **Make It Easy For Customers**
- **Learn About Special Programs**
- **Seek Assistance**





Register Your Firm and Your Products

- ◆ **Register Your Company**
- ✓ **Obtain Data Universal Numbering Systems (DUNS)**
- http://www.dnb.com/US/duns_update/index.html
- ✓ **Obtain Commercial and Government Entity (CAGE) Code**
- <http://www.dlis.dla.mil/cageserv.asp>
- ✓ **Register in the DoD Central Contractor Registration (CCR) System**
- www.ccr.gov
- ✓ **Federal Supply Classification Code (FSC)**

~~<http://www.usabid.com/resources/tables/pstables.htm>~~
**North American Industry Classification
System (NAICS)**





Get Acquainted with the Procedures

- ✓ **Federal Acquisition Regulation
(FAR)**
 [www.acq.osd.mil/dpap/dars/dfars/index](http://www.acq.osd.mil/dpap/dars/dfars/index.htm).
- ✓ **Defense Federal Acquisition
Regulation Supplement (DFARS)**

<http://www.acq.osd.mil/dpap/dars/dfars/index.htm>

- ✓ **Navy Marine Corps Acquisition
Regulation Supplement (NMCARS)**
<http://acquisition.navy.mil/navyaos/content/view/full/>



Learn About the Marketplace

✓ **Buying Commands**

✓ **Other Navy**

□ www.hq.navy.mil/sadbu/HCA.htm

✓ **Other Services**

□ www.sellingtoarmy.info

□ www.selltoairforce.org

✓ **DoD**

□

~~http://www.acq.osd.mil/osbp/doing_business/index.htm~~
~~Report of Products/Services Purchased~~

□ ST28 Report - Sorted by FSC

web1.whs.osd.mil/peidhome/procstat/procst27



Find Specific Opportunities

- ✓ **Navy Electronic Commerce Online (NECO)**
 - ❑ www.neco.navy.mil
- ✓ **Federal/DoD Business Opportunities**
 - ❑ www.fedbizopps.gov
 - ❑ <https://email6.prod.dodonline.net/main/>
 - ❑ <http://progate.daps.dla.mil/home/>
 - ❑ http://www.acq.osd.mil/osbp/doing_business/www.spa.gov/GC/indexcontacts-index.htm
 - ❑ <http://www.sba.gov/GC/indexcontacts-sbsd.html>



Make It Easy For Your Customers

- ✓ **Federal Supply Services (FSS)**
- www.fss.gsa.gov

- ✓ **Government Charge Card Program**
- www.fss.gsa.gov/services/gsa-smartpay
 > Using GSA SmartPay > **GSA SmartPay**



Small Business Emphasis Programs

- ✓ **Mentor-Protégé**
- ✓ **Small Business Innovation Research**
- ✓ **Women-owned Small Business Program**
- ✓ **HubZones**
- ✓ **HBCU and other Minority Institutions Program**
- ✓ **Veteran Owned Small Business Program**
- ✓ **Native American Incentives**

www.acq.osd.mil/osbp/overview/index.htm



Business Partner Network

bpn
BUSINESS PARTNER NETWORK
www.bpn.gov

Go Directly To:

- Central Contractor Registration (CCR)
- Federal Agency Registration
- Online Representations and Certifications Application (ORCA)
 - Vendor
 - Public
- Past Performance Information Retrieval System (PPIRS)
- Excluded Parties Listing System
- EEO Pre-Award Clearance

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

The Small Business Administration seeks your comments.

Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all entities worldwide and the average number of persons employed for each pay period when the concern's sales or services are performed. The payroll must be included for one employee regardless of hours worked or temporary it takes. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:
<http://www.sba.gov/size/part121sects.html>

The three-year average annual receipts (AAAR) means "Total Income" or "gross income" plus net income, calculated for the three years most recently completed since the date of all entities worldwide. The AAARs are calculated based on your firm's last three completed fiscal years. Travel, real estate and advertising agents, providers of conference management services, freight forwarders, car lots, brokers and tour operators may deduct amounts they collect on behalf of another. If a concern has not been in business for three (3) years, the average weekly revenue for the number of weeks the concern has been in business is multiplied by \$2 to determine its average annual receipt. For more information see:
<http://www.sba.gov/size/part121sects.html>

egov
My Government. My Terms

Upcoming Events

1	2	3	4	5	6	
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

CCR **FedBizOpps** **FedReg**
SBA **BINCS**
PPIRS
PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM



www.bpn.gov



Available Help - SBA



***Offices Providing Assistance
To Small Businesses For
Defense Procurement***

**Small Business Administration
Dallas District Office**

**4300 Amon Carter Blvd., Suite 114
Fort Worth, Texas 76155
(817) 684-5500 Phone
(817) 684-5516 Fax**

www.sba.gov/tx/dallas/



Area DoD Small Business Representatives

Navy

Director of Acquisition

Phone: 817-782-7086

Fax: 817-782-7680

Email: gloria.estrada@navy.mil

Army

Phone: 903-334-2604

Fax: 904-334-4141

E-mail: rspeasrman@redriver-ex.a

Air Force

Small Business

Specialist

1710 Burke Ave, NAS

JRB

Fort Worth, Texas

76127

Phone: 817-782-7315

ext. 237

Fax: 817-782-5371

Small Business Specialist

Phone: 940-676-4138

Fax: 940-676-7829

Email: Tandy.weaver@sheppard.af.m



Area Procurement Technical Assistance Centers

DEPARTMENT OF DEFENSE Procurement Technical Assistance Centers



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments .

- www.dla.mil/db/procurem.htm
- www.ap tac-us.org/new



Share Your Thoughts

Office of Small Business Programs of the
Department of the Navy

Washington Navy Yard, Building 36
720 Kennon St., SE

Washington, D.C. 20374-5015

Phone: (202) 685-6485

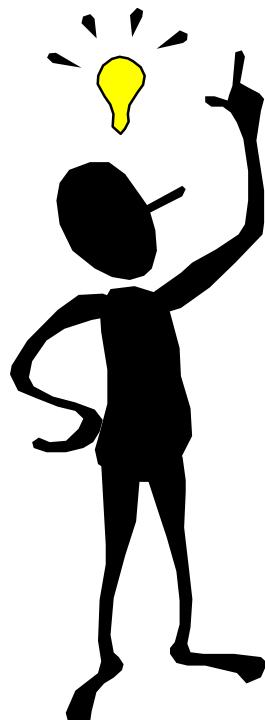
Fax: (202) 685-6865

www.hq.navy.mil/sadbu



Doing Business With The Navy

Web Sites to Remember...



www.acquisition.navy.mil

(site for this presentation)

www.acq.osd.mil/osbp

www.hq.navy.mil/sadbu

www.gsa.gov

www.bpn.gov

www.sba.gov

www.fedbizopps.gov



Doing Business With The Navy



Thank You